

Message Text

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15

ACTION EUR-12

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R 160905Z DEC 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 2324

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 8323

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJ: WTDR/FTI: PTM PANTROMAT GMBH.

REF: USDOC 17303

1. GERMANY 2. CNTRY CODE: 428 3. SER. NO. N/A

4. PTM PANTROMAT GMBH.

4A CODE: 4B CODE: E

5. POSTF. 1260, GEORG-TREBERSTR 17.

6. D 6090 RUESSELHEIM GERMANY

7. ESTABL: 1958 8. EMPL: 30 9. SIZE (20-X) MEDIUM

10. REPUTATION: (22-X) GOOD

11. SALES AREA: W. GERMANY, ECC AND EFTA COUNTRIES, NEAR EAST,
AFRICA AND EAST ASIA.

12. RPT DATE 12/75

13A 35852/345 WHS EX. IM OF ROOM AIR CONDITIONERS.

13B 36331/345 WHS EX IM OF LAUNDRY WASHER AND WASHER DRYER COMBINATIO
N.

13C 36350/345 WHS EX IM OF VACUUM CLEANERS.

13D 36394/345 WHS EX IM OF DISHWASHER, HOUSEHOLD TYPE.

14. CONTACT: KURT DUSCHNER TITLE: SALE MANAGER

15. CABLE: PANTROMAT 16. TELEX: 04-15739 17. TEL 06142-43046

18. FINANCIAL REFS: INTER FACTOR BANK, MAINZ: BHF BANK, MAINZ.

19. TRADE REFS: MSGRAW EDISON ITERN. SALES CORP. ELGIN, ILL.

20 FOREIGN FIRMS REPRESENTED: MCGRAW EDISON INTERN. SALES CORP.,
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ELGIN, ILL. (AIR CONDITIONERS SINCE 1973); FAMULUS ELEKTROGERAETE

GMBH, GRAZ, AUSTRIA (VACUUM CLEANERS SINCE 1974); SMEG SPA,
GUSTALLA, ITALY (DISHWASHERS SINCE 1972); RIBER SAS, BEINASCO, ITALY
(WASHER DRYER COMBINATION SINCE 1968); SAN CIORGIO ELETTRODOMESTICI,
LA SPEZIA, ITALY (WASHER DYER COMBINATION SINCE 1971). PTM IN ADD-
ITION IS LIENSOR TO THE LATTER TWO ITALIAN FIRMS (SEE ITEM 21).

21 THE FIRM WAS ESTABLISHED IN 1958 UNDER THE NAME KENWOOD GMBH.
IN STUTTGART. IN 1963 IT MOVED TO RUESSELSHEIM AND THE NAME WAS
CHANGED ABOUT 1 YEAR AGO THE FIRM IS REGISTERED AS CORPORATION WITH A
NOMINAL CAPITAL OF DM 100,000. DIETER HERMANN HEUMANN (GENERAL MANAGE
R)
HOLDS 86 0/0 14 0/0 IS HELD BY GEORG KRAESSLE AND WOLFGANG JUNG
TOHETHER. THE COMBINED WASHER/DRYER MANCHIN WITHIN ITS SALES PROGRAM
IS ENGINEERED AND DEVEOPED BY PTM, WHICH ALSO HOLDS THE PATENT. THE
MAANUFACTURE IS DONE BY TWO ITALLAN FIRMS (SEE ITEM20). IN ADDITON
TO THE 30 EMPLOYEES,
THE FIRM HAS 12 REPRESENTATIVES. IT'S FINANCIAL SITUATION IS ORDERLY.
THE ANNUAL VOLUME OF BUNINESS IS DM 20 MILLION. THE OVERALL
INVENTORY IS VALUED AT DM 1 MILLION. REAL ESTATE IS NOT OWNED . THE
FIRMS' BANK REFERS TO MANY YEARS OF PLEASANT BUSINESS CONNECTIONS
AND REPORTS THE FIRM TO HAVE CAPITAL RESERVES OF SEVERAL DM 100
THOUSANDS. OBLIGATIONS ARE PROMPTLY MET. RECOMMENDED AS A GOOD
BUSINESS CONTACT FOR U.S. FIRMS.

2. PREPARED BY P. BARTOLSIC, APPROVED BY R.C. VAN VOORHEES AT
U.S. CONSULATE GERMANY, FRANKFURT. LEHMANN

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